

Message Text

UNCLASSIFIED

PAGE 01 CANBER 03109 241010Z
ACTION EA-12

INFO OCT-01 ISO-00 CIAE-00 EB-08 INR-10 LAB-04 NSAE-00
PA-02 SIL-01 ICA-20 /058 W
-----038613 241431Z /41

R 240722Z APR 78
FM AMEMBASSY CANBERRA
TO AMEMBASSY WELLINGTON
INFO USDOC WASHDC
SECSTATE WASHDC 3076
AMCONSUL AUCKLAND
AMCONSUL SYDNEY

UNCLAS CANBERRA 3109

SYDNEY ALSO PASS IMC

E.O. 11652: N/A
TAGS: BEXP, NZ, AS
SUBJ: KEYNOTE SEMINAR AT AM-TECH '78 EXHIBITION

REF: (A) WELLINGTON 01911, (B) WELLINGTON 02068

1. EMBASSY NOTES ICA - AUSTRALIA'S COMMENTS (CANBERRA 3077)
CONCERNING NON-PROGRAMMING OF SPEAKERS IN SPECIALTIES REFTEL
FOR AUSTRALIA AND THAT THEREFORE ICA HERE NOT JOINING IN
SPONSORING SPEAKERS.

2. NEVERTHELESS, WE AGREE THAT THE ELCTRONIC DIALOGUE
TECHNIQUE CAN BE AN EXCELLENT MARKETING TOOL IN THIS CASE
FOR NEW ZEALAND ONLY AND COULD ASSIST THE IMC AND EMBASSY
WELLINGTON AND CONGEN AUCKLAND IN THEIR MARKET DEVELOPMENT
PROGRAMS FOR SUBJECT EVENT. THIS COULD BE TRUE PARTICULARLY
IF SUFFICIENT TIME ALLOWS FOR A "FLIER" OR "INSERT" IN SHOW
CATALOG MAILING IDENTIFYING U.S. SPEAKER WHOSE CREDENTIALS
COULD INDUCE IMPORTANT DECISION-MAKERS, END-USERS, TECHNICAL
AND PROCUREMENT OFFICIALS TO ATTEND SEMINAR PRESENTATION ON
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 CANBER 03109 241010Z

DATE SELECTED BY WELLINGTON AND, OF COURSE, MEET EXHIBITORS
THEREAFTER.

3. GIVEN STATUS OF PROCREMENT FOR THIS INITIAL IMC EVENT
IN NEW ZEALAND (SYDNEY 0776, 0777, 0719); HOWEVER, AND BEST
CURRENT EXPECTATIONS BY IMC THAT MAXIMUM OF TWENTY FIVE
BOOTHES MAY BE CONFIGURATION OF SHOW (SYDNEY IMC NOT ABLE TO

CONFIRM 30-40 EXHIBITORS WITHIN CURRENT COUNT PA'S AND SYDNEY/
WELLINGTON VERBALS), EMBASSY SUGGESTS THAT FIRM PROGRAM
FOR ELECTRONIC DIALOGUE BE CONTINGENT UPON CONFIGURATION
OF EXHIBITORS (WHOSE PRODUCT MIX GERMANE TO ELECTRONIC
DIALOGUE PRESENTATION) IN FINAL HEAD COUNT OF EXHIBITORS
(HOPEFULLY WELLINGTON'S UPPER FIGURE OF 40 PER REFTEL. IT
REMAINS TO BE SEEN, OF COURSE, WHAT IMPACT THE IMPORT
LICENSING SYSTEM (REFTEL B) MIGHT HAVE ON USDOC'S ABILITY
TO SUPPORT PROCUREMENT EFFORTS FOR SHOW.
ALSTON

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: Z
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 24 apr 1978
Decaption Date: 20 Mar 2014
Decaption Note: 25 YEAR REVIEW
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978CANBER03109
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780174-0684
Format: TEL
From: CANBERRA
Handling Restrictions:
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780425/aaaaauzd.tel
Line Count: 72
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 7bd7c9a8-c288-dd11-92da-001cc4696bcc
Office: ACTION EA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: ONLY
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: ONLY
Reference: 78 WELLINGTON 1911, 78 WELLINGTON 2068
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2873988
Secure: OPEN
Status: NATIVE
Subject: KEYNOTE SEMINAR AT AM-TECH \78 EXHIBITION
TAGS: BEXP, NZ, AS
To: WELLINGTON
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/7bd7c9a8-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014